ISEP 1 8 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY



Sturgis, Inc. 2115 Plainfield Ave. NE Grand Rapids, Michigan 49505 Business (616) 363-7783

Business (800) 678-5512 Fax (616) 363-7109

August 26, 1992

Office of the Secretary Federal Communications Commission Attn: Docket No. 92-90 1919 M Street, N.W. Washington, D.C. 20554

Cold calling is of great importance to those of us who work in real estate sales and who deal directly with the public. Also included in this category are stock brokers, insurance agents, charity solicitors, etc.

I cannot begin to tell you how devastating the restriction you are considering in Docket 92-90 would be, in that we no longer could call potential customers in our search for new business.

I have been on the receiving end of many unsolicited home telephone calls, office calls, home door knocking calls, and, frankly find it refreshing that people have the initiative to make a living by doing this.

Please, please do not impose this unnecessary restriction upon us. We already have too many restrictions mandated us by government and society.

Sincerely,



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Shellie Sturgis

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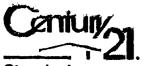
Sincerely,

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SEP 1 8 1992

ERA® GENTRY REAL ESTATE, INC. FEDERAL COMMUNICATIONS COMMISSION OFFICE OF THE SECRETARY

September 1, 1992

SEP 8 1 37 PH 192

INFORMAL COMPLAINIS
ENFORMANCEMENT DIVISION
CONNON SAKRIFER VINISION
CONNON SAKRIFER VINISION

Office of the Secretary Federal Communications Commission Attn: Docket No. 92-90 1919 M St. N.W. Washington, D.C. 20554

RE: Docket #92-90, Telephone Consumer Protection act of 1991

To Whom This May Concern;

As a real estate agent I strongly oppose the above referrenced act. Cold calling is an important part of our business. Person to person contact allows the public to ask questions regarding their real estate needs.

Sincerely Concerned,

Lynn Delamielleure

ERA Gentry Real Estate, Inc.

you plelamelleure

SEP 1 8 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY



22218 FORD ROAD DEARBORN HEIGHTS, MI 48127-2493 TELEPHONE: (313) 565-3200 FAX: (313) 565-2369 September 1, 1992

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M St. N.W.
Washington, D.C. 20554

Re: Docket No. 92-90

Telephone Consumer Protection Act of 1991.

To Whom It May Concern:

It has been brought to my attention that the Federal Communications Commission is considering restrictions on person to person solicitation of residential homes.

"Cold Calling" is an integral part of my business and the residential real estate industry in general. A key part of the residential real estate business involves using the telephone for person to person solicitations.

Restricting these calls would cut deeply into my personal business and ultimately my earnings.

I strongly urge you not to legislate restrictions on the established practice of "Cold Calling."

Sincerely yours,

Janice Standifer



REALTY WORLD® - Van's

9995 E. Grand River, Brighton, MI 48116 Telephone: (313) 227-3455

RECEIVED

SEP 1 8 1992

FEDERAL COMMUNICATIONS COMMISSION OFFICE OF THE SECRETARY

C

August 31, 1992

TO: Office of the Secretary

Federal Communications Commission

RE: Docket No. 92-90, Telephone Consumer Protection Act of 1991

We in the real estate profession are greatly concerned about restrictions on person to person telephone solicitations.

Cold calling is a key part of the residential real estate business. Talking to people gets a better response than mailings that could easily by pitched and never opened.

The percentage of complaints we get is very minimal compared to the business telephoning generates for our office.

Please do not restrict person to person telephone solicatations.

LAKESIDE REALTY

500 EAST HURON RIVER DRIVE BELLEVILLE, MICHIGAN 48111 (313) 699-1020 RECEIVED

SEP 1 8 1992

FEDERAL COMMUNICATIONS COMMISSION OFFICE OF THE SECRETARY



September 2, 1992

Office of the Secretary Federal Communications Commission Attn: Docket No. 92-90 1919 M St. N.W. Washington, D.C. 20554

Dear Sirs:

Regarding "Docket No. 92-90, Telephone Consumer Protection Act of 1991". We as realtors, are very much against the passage of the Telephone Consumer Protection Act of 1991.

With our grueling schedules, it is impossible for us to go door to door. We are here to serve the public by marketing and selling their bussinesses and residences.

A brief telephone conversation - either yes, we are interested in selling our homes, or no, we are not, is all the time needed for person-to-person solicitations.

The telephone, is our most effective tool in servicing the community.

Please do not squeeze off our lifes blood by banning telephone solicitations.

Thank you,

Marullus Matchewe (Sales Rep.).

Sakesith lealty
500 ± Hurs lever Duré
500 to Hurs lever Duré
Bellevillo, Mich. 4.8/11

Sellevillo, Mich. 4.8/11

In my 15 years of experience - more
has every been report that I called.

LAKESIDE REALTY

500 EAST HURON RIVER DRIVE BELLEVILLE, MICHIGAN 48111 (313) 699-1020 RECEIVED
SEP 1 8 1992

FEDERAL COMMUNICATIONS COMMISSION OFFICE OF THE SECRETARY

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Thank you,

Garbara Doham Associate Realton

LAKESIDE REALTY

500 EAST HURON RIVER DRIVE **BELLEVILLE, MICHIGAN 48111** (313) 699-1020

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Thank you,

Shaley Jane Kigalee 145662

38754 Leo Ct. RECEIVEAU, 30, 1992

Office of the Secretary SEP 3 4 39 PM 192

FEDERAL Communications Com.
INFORMAL COMPLAINTS
BRANCH
ENFORGMENT DIVISION
COMMON CARRIER BUREAU

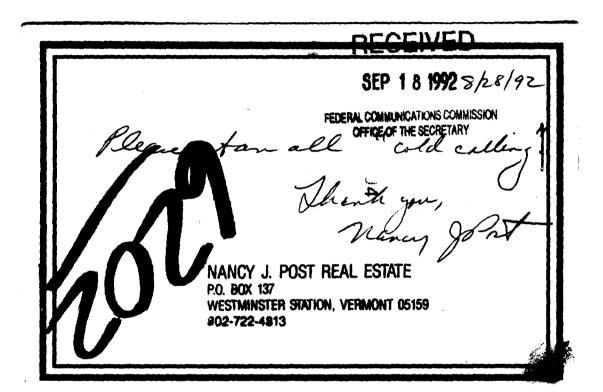
FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Dear Mr. Secretary, I'm sure you have hany responsibilities to fulfill; so do I As a realtor, one way I develop my business is through cold calls. When I call I spend two (2) hours on any given day and invariably run into 1-2 cranky people out of a total of 100-15 callo made. I work in a 45 agent office and em the ONLY high -volume cold caller. Many agents in my office have never made one cold call in their entire careers spanning 20-30+ years. I thought you'd like these statistich, since I think they also typical of the real estate industry in gener The first home I sold was the result of cold celling. you are concurred about the econolism don't regulate away my freedom to do cold calls. I am opposed to computer-generated solicitations; I don't personally like the robot-tone and lack of personal appeal when the sour computer calls notifying me that my order has arrived. Computerized calls are illegal in Michigan (soliteitations) and I'm glad - primarily because I think calls phones would ring of the kook with this method. Since most people hate cold celling, they would

probably be glad to pay someone to set up the computerized solicitation system for them. Don't get re wrong - we have a home computer that I use were day in my real estate efforts.

In regard to Docket no 9290, Ielephone Consumer Protection that of 1991, please preserve my right to solicit real estate sales my telephone; it has certainly helped the economy in my home!

Sincerely, Linda Lettredge





Ambassador

20755 Greenfield Southfield, Michigan 48075 (313) 569-1212



Gregory Pope

RECEIVED

Dear Sir,

ISEP 1 8 1992

I an westing in Requard to FEDERAL COMMUNICATIONS COMMISSION Doctor No. 92-90. Telephenne Consume Office of THE SECRETARY PROtection Act of 1991". "Cold" Colling to 2 vital function of the business.

There is No better way to Reach the homeowners than with a planear call.

homeowners than with a planet call. Otherwise, we hasters would be crippled and unable to larn a living.

Some of the Cornerstanes of the Residential head Estate industry is the "Cold" Call. We instruct all of our New agants in proper tele prospecting. Their success is directly related to the Dital in which they can hardle his

Les Estate perchibinar in Excess of 12 years. "Cold" Colling is still 2 alsort daily duty to Expend by business opportunities. Please don't Lestrict or cripple those hard working Perpendicular 20 Hyself.

John the

Each Office Is Independently Owned And Operated